

Message Text

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PAGE 01 SEOUL 05679 300915Z
ACTION XMB-04

INFO OCT-01 EA-10 ISO-00 EB-08 COME-00 TRSE-00 OMB-01
CIAE-00 INR-10 NSAE-00 SSO-00 NSCE-00 INRE-00
/034 W

-----104181 300918Z /21

O R 300746Z JUN 78
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC IMMEIDATE 0000
INFO AMEMBASSY TOKYO

LIMITED OFFICIAL USE SEOUL 5679

E.O. 11652: N/A
TAGS: EFIN, BENC, KS
SUBJECT: SEOHAE THERMAL POWER PROJECT - EXIMBANK PRELIMINARY
COMMITMENT NO. 78-0-4156

REF: (A) SEOUL 5278 (NOTAL); (B) STATE 160637

1. AUTHORITATIVE KECO SOURCE INFORMS EMBASSY THAT ALTHOUGH JUNE 30, 1978, WAS DATE FOR ANNOUNCEMENT OF RANK ORDER OF BIDS ON SEOHAE PROJECT, IT WILL DEFER ANNOUNCEMENT UNTIL MORNING OF JULY 4, 1978, IN ORDER TO ALLOW U.S. EXIMBANK AND U.S. COMMERCIAL BANKS TO MAKE THEIR FINANCING PACKAGE FOR GENERAL ELECTRIC AND COMBUSTION ENGINEERING COMPETITIVE WITH JAPANESE TERMS REPORTED REFTEL (A).

2. BASIS FO KECO CABLE TO EXIM DATED JUNE 29 IS THAT IT PERCEIVES COMBUSTION ENGINEERING TO BE IN FAVORED POSITION EXCEPT FOR FINANCIAL TERMS. SOURCE DID NOT REPEAT NOT REFER TO PSSIBILITY OR TIMING OF DISQUALIFICATION OF FUJI DENKI. BUT HE ROUTINELY MENTIONED DESIRE FOR PRICE IMPROVEMENT ON GE TURBINE GENERATOR BIDS, EVEN WHILE ACKNOWLEDGING THAT FUJI'S PRICE IS PERHPAS HALF OF ESTIMATED COST.

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3. BASIC REASON FOR KECO'S ACTION IS THAT THERE IS A COMMUNITY OF ROK-US INTEREST BECAUSE HYUNDAI INTERNATIONAL IS ASSOCIATED WITH BOTH GE AND CE BIDS. EMBASSIES OF OTHER BIDDERS ARE PRESSING FOR KECO ANNOUNCEMENT THIS DATE.

4. ACTION REQUESTED: THAT U.S. EXIMBANK MAKE AN URGENT EFFORT TO RESCUE THIS PROJECT FOR OTHERWISE COMPETITIVE U.S. FIRMS

BY AFTERNOON WASHINGTON JULY 3, 1978 (A.M. JULY 4 SEOUL).
ROK BIDDING RULES AND PROCEDURES WOULD MAKE IT LEGALLY IMPOS-
SIBLE TO SELECT U.S. FIRMS AS RELATIVE FINANCIAL PACKAGES
NOW STAND. TELEPHONIC INQUIRY TO TOKYO INDICATES GOJ
UNLIKELY TO PROVIDE ANSWER TO REFTEL (B) BY JULY 3.
STERN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: THERMAL POWER PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SEOUL05679
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780270-0415
Format: TEL
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978063/aaaaabus.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ba173a83-c288-dd11-92da-001cc4696bcc
Office: ACTION XMB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 SEOUL 5278, 78 STATE 160637
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2240736
Secure: OPEN
Status: NATIVE
Subject: SEOHAE THERMAL POWER PROJECT - EXIMBANK PRELIMINARY COMMITMENT NO. 78-0-4156
TAGS: EFIN, BENC, ENRG, KS, XMB
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ba173a83-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
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EO Systematic Review
20 Mar 2014
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